



GOA INSTITUTE OF MANAGEMENT



Post Graduate Diploma in Management

COURSE LEVEL
HYBRID PGDM

STUDENT INTAKE
120*

BATCH 5
2025-27

DURATION
2 YEARS

Objectives

- 1 To enable students to integrate their functional learnings into a composite framework
- 2 To encourage students to identify the issues of sustainability in business decision contexts
- 3 To guide students to make ethical decisions and ensure that they are sensitized to critical thinking
- 4 To facilitate students to develop and demonstrate interpersonal skills



Programme Highlights



IN-PERSON SESSIONS ON CAMPUS

2 in-person week long interventions each year. Meet your faculty and network with peers while soaking in the beautiful GIM campus at Goa.



LEARN FROM INDUSTRY EXPERTS

Meet and learn about management-in-practice from experienced and seasoned industry professionals



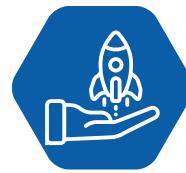
IMMERSIVE PEDAGOGY

Study through a combination of live lectures, relevant case studies, assignments, projects and experiential learning.



LEARNING BY DOING

Participate in in-class discussions, business simulations, class exercises and projects for hands-on-learning



ENTREPRENEURIAL SUPPORT

Get access to an exclusive self paced start-up bootcamp course and world class mentorship, especially if you are keen to set up a start-up.



INDIVIDUALIZED CAREER SUPPORT

Benefit from 6 month long career support services personalized to suit your specific career aspirations



Pedagogy



Learning centric



Offline & online synchronous



Case studies



Immersion programs



Projects



Asynchronous online learning



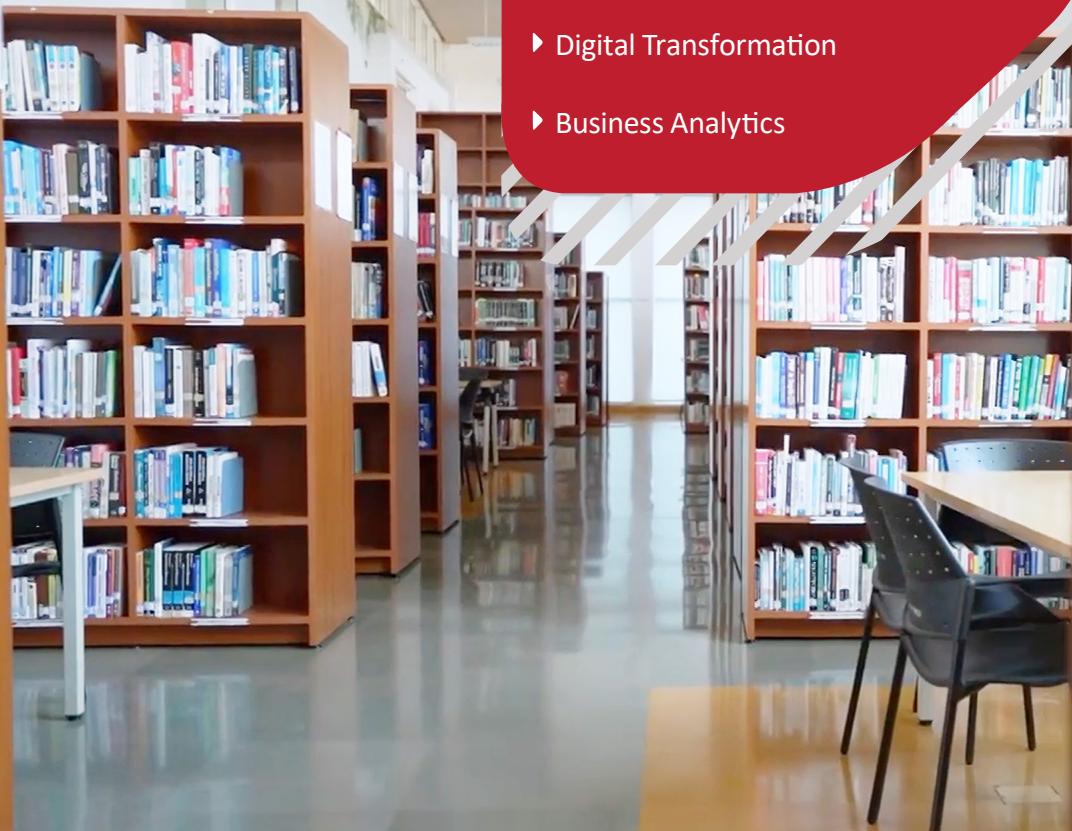
Curriculum

FOUNDATION COURSES

- ▶ Basic Statistics
- ▶ MS Excel
- ▶ Business Communication

CORE COURSES

- ▶ Quantitative & Research Methods
- ▶ Marketing Management
- ▶ Managerial Economics
- ▶ People Management
- ▶ Managerial Accounting
- ▶ Operations Management
- ▶ Business Ethics & Corporate Governance
- ▶ Financial Management
- ▶ Group Dynamics and Leadership
- ▶ Business Law
- ▶ Strategic Management
- ▶ Entrepreneurship & Design Thinking
- ▶ Supply Chain Strategy & Management
- ▶ Digital Transformation
- ▶ Business Analytics



Electives

(Choose any one set)

ELECTIVES - SET A

- ▶ Marketing Research
- ▶ Consumer Behaviour
- ▶ Digital Marketing
- ▶ Brand Management
- ▶ Marketing Analytics
- ▶ B2B Marketing
- ▶ Services Marketing
- ▶ Rural Marketing
- ▶ Sales Force Management

ELECTIVES - SET B

- ▶ Operations Strategy
- ▶ Service Operations Management
- ▶ Inventory & Materials Management
- ▶ Revenue Analytics
- ▶ Maintenance Management
- ▶ Quality Strategy & Engineering
- ▶ E-Commerce: Strategy & Execution
- ▶ Project Management
- ▶ Industry 4.0 Applications

OR

Masterclass and Open Electives

Masterclass

- ▶ Imparted by Industry Experts

(Choose 2)

- ▶ Organizational Dev.& Change Mgt.
- ▶ Competency Mapping & Assessment Centre for TM
- ▶ Financial Statement Analysis

Open Electives (Choose 4)

(Choose 1)

- ▶ OHR Analytics
- ▶ Emerging Technologies in Business
- ▶ Investment Management

(Choose 1)

- ▶ Performance Management
- ▶ Data Visualization and Storytelling
- ▶ Mergers & Acquisitions

Fee Structure

	Term I	Term II	Term III	Term IV	Total Fees
Academic Fee	₹ 1,30,000	₹ 1,35,000	₹ 1,35,000	₹ 1,35,000	₹ 5,35,000
Admission Fee	₹ 15,000	—	—	—	₹ 15,000
Total without Caution Money	₹ 1,45,000	₹ 1,35,000	₹ 1,35,000	₹ 1,35,000	₹ 5,50,000
Caution Money	₹ 10,000	—	—	—	₹ 10,000
Total Fees	₹ 1,55,000	₹ 1,35,000	₹ 1,35,000	₹ 1,35,000	₹ 5,60,000

Application Fee - ₹ 30,000

Speak to our counsellors to know more about any Early Bird offer that you may be eligible for!

Fee Includes

- ▶ Boarding, Lodging, Tuition and Events during the 2 on-campus immersion sessions.
- ▶ Alumni Fee of Rs.5000 which will be deducted from the Caution Money.
- ▶ Balance of Caution Money post deduction of Alumni Fee as applicable, which will be refunded at the end of the programme, if no charges are incurred against it.
- ▶ eBooks and other online study material for the programme.

Fee Does Not Include

- ▶ Actual travel expenses incurred by participants for the 2 campus immersion sessions.



Learning

Learning Goals - A

Graduating students should be able respond to the changing requirements of the business environment.

Learning Objectives

A1: Graduating students should be able to use an integrative approach to analyse business situations.

A2: Graduating students use data driven approach to present a solution to a management problem.

Learning Goals - B

Graduating students should be sensitive to stakeholder needs while making business decisions.

Learning Objectives

B1: Graduating students should be able to appraise multiple stakeholders' needs.

B2: Graduating students should be able to identify the issues of sustainability in business decision contexts

B3: Graduating students should be able to evaluate ethical issues in business decision contexts

Learning Goals - C

Graduating students shall be able to apply knowledge of cutting-edge business practices.

Learning Objectives

C1: Graduating students shall be able to illustrate latest business practices.

C2: Graduating students shall be able to identify latest technology relevant to the business situation.

Learning Goals - D

Graduating students shall be able to play a leading role in organisations.

Learning Objectives

D1: Graduating students shall be able to formulate business strategies.

D2: Graduating students shall be able to demonstrate effective written communication skills.

D3: Graduating students shall be able to select the appropriate motivation method in a business situation.

D4: Graduating students shall be able to recommend resolution(s) to the conflict(s),

D5: Graduating students shall be able to demonstrate effective oral communication skills.



About Hybrid PGDM

Hybrid PGDM is for individuals who...

Are working professionals and are unable to take time off work to attend the full-time courses. This programme is particularly designed for individuals who wish to progress in their existing careers.

Eligibility

Executives with the zeal to advance quickly in their careers who have a bachelor's degree or equivalent with at least 50% marks and at least 3 years of work experience.

- ▶ Min. 50% aggregate in 3 yrs.
Bachelor's degree
- ▶ An Interview

Looking for...

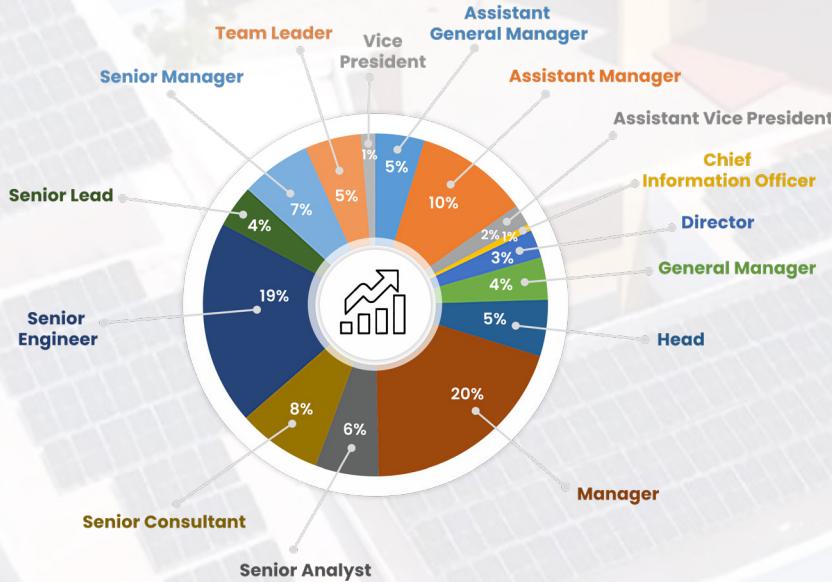
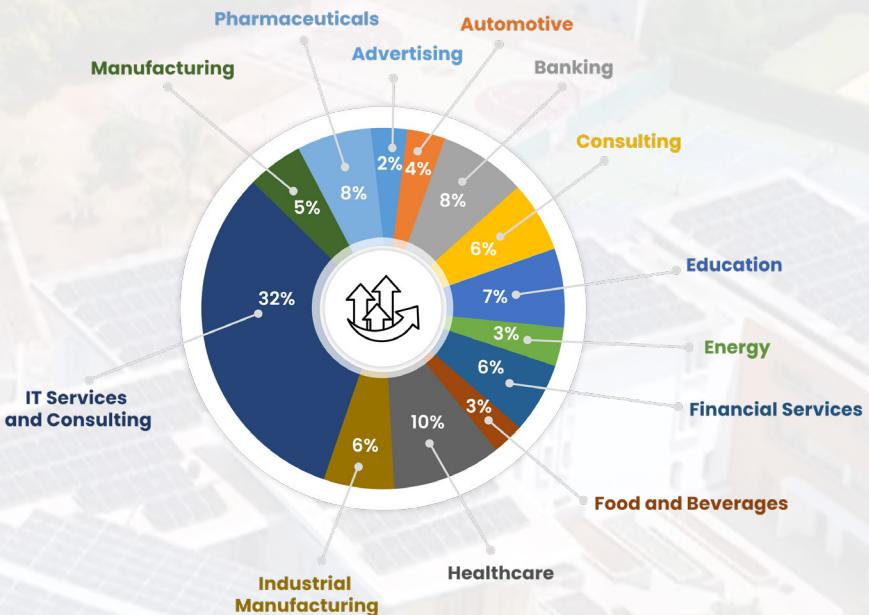
Rigorous masters program while continuing working, and learning by doing approach

Ideally suited for...

- ▶ Working executives
- ▶ Entrepreneur and family business owner
- ▶ Bureaucrats & govt. officials considered for a promotion
- ▶ Professionals who want to earn a management degree without taking time off from their jobs

Industry and Profile Breakdown of Enrollees

Our diverse program attracts professionals from a wide array of industries, reflecting the broad applicability and value of the skills we offer. The pie chart below illustrates the distribution of our enrollees across various sectors:



The chart illustrates the various job titles and their corresponding proportions within the organization. Each segment of the pie represents a specific job title, with the percentage indicating the portion of individuals holding that title.

About GIM

From a small beginning in 1993, with 6 faculty members, teaching a single class with an intake of 24 students in a rented premise, we have grown to 75+ full-time faculty members, six courses with an intake of over 900 full-time students, and a 50-acre campus with world-class infrastructure. We are fortunate to have had Late Fr. Romuald D'Souza as our founding Director. The institute has grown under his visionary leadership from strength to strength.



For Admission Related Inquiries

Contact Person: Mr. Gurinder Pal

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Email: admissions@gimonlinepdgm.in

For Administrative Inquiries

Mr. Pratik Salgaonkar / Ms. Sneha Kanolkar

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